

Executive Search

Review



Vol. 3 No. 2

A HUNT SCANLON MEDIA PUBLICATION

SPRING 2015

HUNT SCANLON TOP 50 U.S./AMERICAS SEARCH FIRMS

Firm	Revenue (\$ millions)	Percent Change	Number of Consultants	Number of Offices	Primary Contact and Telephone	
1. Korn Ferry ^a	616.0	+ 8.0	326	38	Gary D. Burnison	(310) 552-1834
2. Spencer Stuart ^b	424.8	+ 11.4	197	24	Kevin Connolly	(312) 321-8326
3. Heidrick & Struggles	260.8	+ 1.6	163	17	Tracy Wolstencroft	(312) 496-1200
4. Russell Reynolds Associates ^c	254.0	+ 10.4	121	17	Clarke Murphy	(212) 351-2000
5. Egon Zehnder ^d	251.0	+ 20.0	118	19	Greig Schneider	(617) 535-3500
6. DHR International	170.5	+ 10.0	133	37	Geoffrey Hoffmann	(312) 782-1581
7. CTPartners	116.2	+ 28.0	119	17	David Nocifora	(216) 682-3108
8. Witt/Kieffer	57.8	+ 9.1	94	17	Charles Wardell	(630) 990-1370
9. Caldwell Partners ^e	45.1	+ 33.0	33	9	John Wallace	(416) 920-1370
10. Diversified Search	33.5	+ 15.5	41	8	Judith von Seldeneck	(215) 656-3550
11. Kaye/Bassman - Sanford Rose Associates	33.2	+ 22.5	89	56	Jeffrey T. Kaye	(972) 931-5242
12. Major, Lindsey & Africa	27.4	+ 10.0	47	17	Simon Robinson	(877) 482-1010
13. Isaacson, Miller	23.8	+ 19.9	75	3	Elizabeth Ramos	(617) 262-6500
14. Herbert Mines Associates	21.0	+ 8.2	9	1	Harold D. Reiter	(212) 652-0345
15. SPMB	18.3	+ 35.6	13	1	Dave Mullarkey/Andy Price	(415) 924-7200
16. True	18.2	+ 90.0	26	5	Joe Riggione/Brad Stadler	(646) 434-0319
17. JM Search	17.0	+ 31.0	29	4	John Marshall	(610) 964-0200
18. Crist Kolder Associates	16.0	+ 6.7	4	1	Peter D. Crist	(630) 321-1110
19. Morgan Samuels	13.5	- 4.3	28	8	Bert Hensley	(310) 205-2200
20. Ferguson Partners	13.3	+ 33.0	9	4	William Ferguson	(312) 368-5040
21. Hobbs & Towne	11.4	+ 31.0	25	5	Andy Towne	(415) 963-3838
22. Slayton Search Partners	11.0	+ 18.0	14	1	Richard Slayton	(312) 706-7898
23. ON Search Partners	10.6	+ 17.6	11	5	Tim Conti	(440) 318-1006
24. Odgers Berndtson	9.9	+ 25.0	13	5	Steven B. Potter	(212) 972-7287
25. Reilly Partners	9.8	+ 8.5	17	1	Robert Reilly	(312) 781-9020
26. ZRG Partners	9.4	+ 45.0	18	8	Larry Hartmann	(201) 560-9900
27. Chartwell Partners	9.0	n/a	9	5	R. Stuart Bush	(214) 269-1907
27. Calibre One	9.0	+ 35.0	8	3	Tom Barnes/Dan Grosh	(415) 904-0661
28. Bench International	8.9	+ 17.0	11	3	Denise DeMan	(310) 854-9900
29. Charles Aris, Inc.	8.6	+ 11.7	34	1	Chad Oakley	(336) 378-1818
30. Strawn Arnold Associates	7.7	+ 11.0	7	4	Jeff Ashpitz	(512) 263-1131
30. Howard Fischer Associates	7.7	+ 6.8	10	3	Howard Fischer	(215) 568-8363
31. Battalia Winston	7.3	+ 2.8	12	5	Dale Winston	(212) 308-8080
32. Greenwood/Asher & Associates	7.1	+ 15.0	34	3	Jan Greenwood/Betty T. Asher	(202) 374-2111
33. Kensington International	6.6	+ 4.8	7	2	Brian G. Clarke	(630) 590-6330
34. North Line Partners	5.8	+ 11.5	7	1	Bradley J. Holden	(847) 386-7190
35. Pearson Partners International	5.6	+ 2.0	15	4	Keith Pearson	(214) 292-4130
36. CarterBaldwin Executive Search	5.4	+ 5.0	5	1	David Clapp	(678) 448-0000
36. Preng Associates	5.4	+ 2.0	5	1	David Preng	(713) 266-2600
37. Hanold Associates	5.0	+ 3.0	3	1	Jason Hanold	(847) 332-1334
38. Gilbert Tweed International	4.8	+ 15.0	11	4	Janet Tweed	(212) 758-3000
39. Slone Partners	4.7	+ 18.0	8	4	Adam Slone	(202) 425-5114
40. Tyler & Company	4.6	+ 12.0	10	4	Denise Kain	(770) 396-3939
41. Taylor Winfield	4.4	+ 2.9	4	3	Connie Adair	(972) 392-1400
42. Lochlin Partners	4.2	+ 54.0	4	1	Patrick Friel	(703) 584-3210
43. Career Smith	4.1	n/a	10	10	E. Brian Smith	(949) 760-8666
44. Martin Partners	3.9	+ 25.0	3	1	Theodore Martin	(312) 922-1800
45. Ross & Co.	3.5	+ 15.0	4	2	Larry Ross/Jim O'Sullivan	(781) 694-0404
46. Alta Associates	3.4	+ 64.0	5	1	Joyce Brocaglia	(908) 806-8442
47. The Human Capital Group	2.4	+ 14.2	6	4	Steve Hayes	(615) 371-0285
48. Coleman Lew & Associates	1.8	- 12.3	6	1	Charles E. Lew	(704) 377-0362
49. Baker & Associates	1.7	+ 85.0	2	1	Jerry H. Baker	(770) 395-2761
50. Vetted Solutions	1.5	+ 25.0	5	2	James Zaniello	(202) 544-4749

a) February 1st, 2014 – January 31st, 2015 b) As of 9/30/14 c) Fees without allocated cost recoveries d) As of 10/31/14 (Hunt Scanlon Media estimate) e) As of 8/31/14